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august 1992

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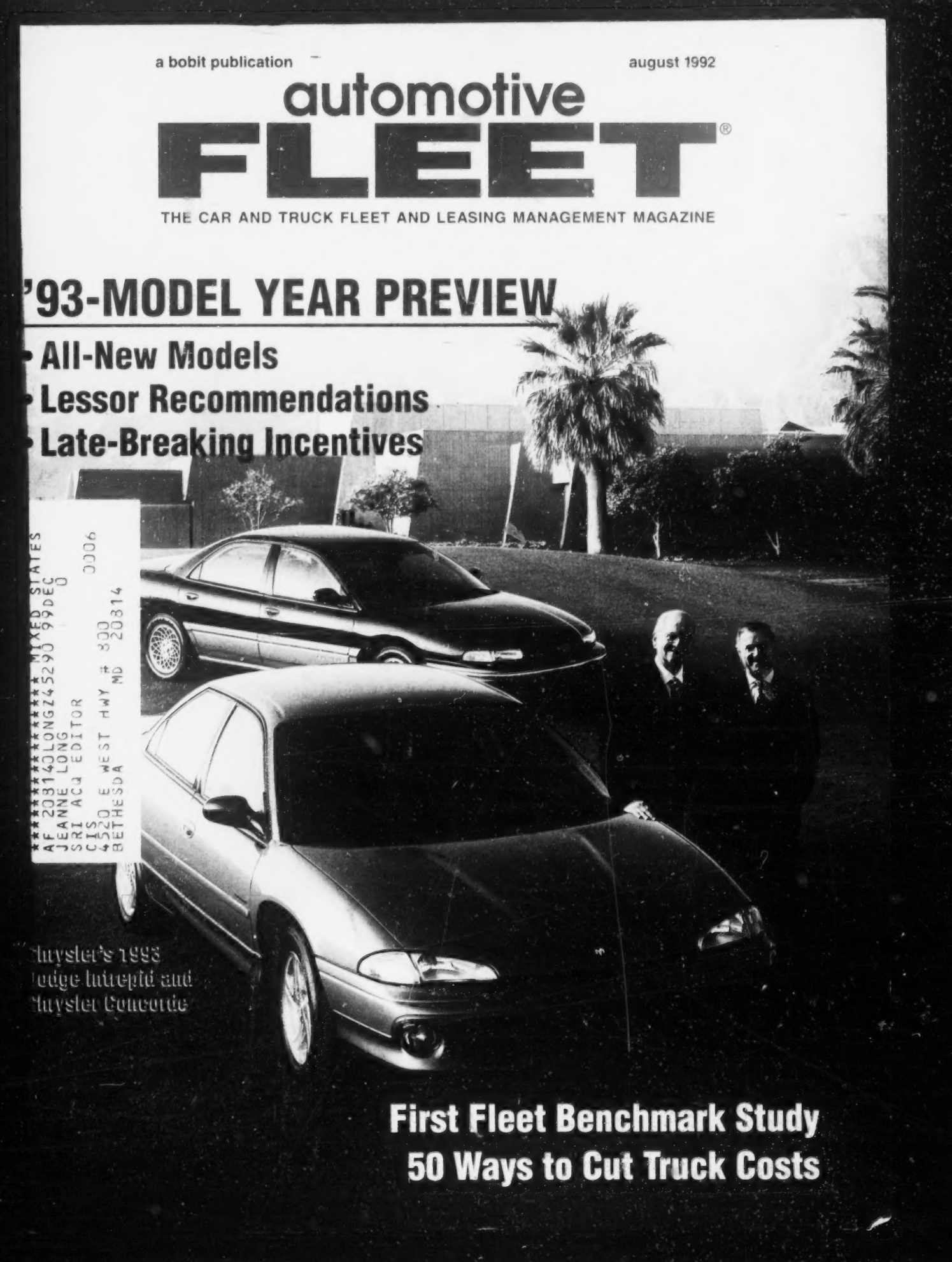
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

'93-MODEL YEAR PREVIEW

- All-New Models
- Lessor Recommendations
- Late-Breaking Incentives



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Chrysler's 1993 Dodge Intrepid and Chrysler Concorde

First Fleet Benchmark Study

50 Ways to Cut Truck Costs

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THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

August 1992
VOL. 31, NO.10

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 16 *— The Mazda 626 is longer, lower, and wider than previous 626 models, and a driver-side airbag is standard equipment.*

Page 84 *— Choosing a quality upfitter, and combining an effective safety program with training for the proper use of upfitted equipment, can reduce the chances of accidents and lawsuits.*

On the Cover: *Shown standing with the 1993 Dodge Intrepid and Chrysler Concorde are Lee Iacocca, chairman of Chrysler Corp., and Hal Barton, general manager of Chrysler Fleet Operations.*

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Midyear Car Registrations

A comparison of fleet registrations for the first six months of the 1992- and 1991-model years.

MODEL	1991 Model Year Total	1991 1st 6 Mos MYTD	1992 1st 6 Mos MYTD
SUBCOMPACT			
323	5,037	3,213	4,302
Capri	5,823	118	660
Cavalier	93,178	42,757	31,335
Charade	N/A	N/A	49
Colt/Summit/Vista	2,043	1,017	1,039
Escort/Festiva	65,626	45,964	34,026
Excel	N/A	326	450
Golf/GTI/Fox	958	781	338
Jetta	3,116	1,917	778
LeMans	21,747	7,577	8,374
Loyale	1,126	462	766
Metro	N/A	18,524	17,639
Omni	126	91	4
Precis/Mirage	14,432	10,719	8,144
Prizm	57,348	22,541	26,079
Sentra	15,785	7,491	15,242
Stylus	28	N/A	1,276
Sunbird	52,392	29,936	17,409
Tercel	14,067	7,334	5,726
Tracer	15,342	9,420	6,953
Total Subcompact	**357,816**	**210,271**	**180,589**
COMPACT			
Acclaim	58,430	43,486	23,296
Achieva	N/A	N/A	11,340
Corolla	43,472	26,042	37,668
Corsica	118,621	37,297	58,377
Cutlass Calais	26,438	20,383	246
Galant	9,010	2,384	4,683
Grand Am	61,510	35,799	29,791
Legacy	19,502	7,739	3,004
Protege	6,612	4,052	4,399
Shadow	24,307	11,009	9,201
Skylark	25,542	19,086	11,431
Sonata	N/A	1,045	33
Spirit	46,850	36,306	20,071
Stanza	12,817	6,247	6,192
Sundance	11,577	6,659	8,557
Tempo	113,209	61,597	57,277
Topaz	14,131	11,359	13,648
Total Compact	**583,018**	**332,238**	**299,214**
INTERMEDIATE			
626	10,346	6,058	3,294
6000	21,943	9,031	107
Camry	44,617	3,317	26,467
Celebrity	231	414	4
Century	58,139	18,671	24,584
Cutlass Ciera	52,230	15,416	27,869
Dynasty/Monaco	91,934	54,513	37,560
LeBaron	3,155	2,020	12,326
LeBaron Coupe/ Convertible	N/A	9,738	13,144
Lumina	97,791	40,098	49,115
Maxima	25,721	9,915	11,637
New Yorker Landau/Salon	4,291	3,109	7,050
Passat	2,081	1,320	590
Premier	1,007	630	295
Reatta	759	479	45
Sable	26,142	19,249	21,868
Saturn	1,560	N/A	1,815
Taurus	163,525	91,496	88,612
Thunderbird	34,734	22,780	14,633
Volvo	4,815	N/A	3,518
Total Intermediate	**651,712**	**311,289**	**344,533**
STANDARD			
Bonneville	21,969	10,243	16,412
Caprice	56,740	24,564	18,334
Crown Victoria	44,178	32,502	11,798
Custom Cruiser	755	N/A	259
Eighty Eight	18,720	11,571	8,386
Fifth Avenue	16,201	9,895	7,486
Grand Marquis	22,359	6,383	3,472
LeSabre	17,364	12,206	11,570
Roadmaster	1,791	N/A	3,138
Total Standard	**200,077**	**107,364**	**80,855**
LUXURY			
929	2,348	1,353	1,439
98 Regency	14,543	3,511	7,895
Allante	663	108	157
Brougham	4,234	2,634	1,781
Chrysler TC by Maserati	119	61	6
Continental/Mark VII/Town Car	61,077	50,646	32,576
Corvette	3,288	1,286	1,435
Cressida	1,189	479	298
DeVille/Fleetwood	69,963	34,523	41,089
Eldorado	5,274	1,696	2,764
Imperial	5,656	3,408	2,718
Lexus (all models)	N/A	5,250	1,011
Park Avenue	31,032	N/A	8,165
Riviera	2,419	1,311	876
Seville	15,845	8,027	5,186
Toronado	1,864	1,008	542
Total Luxury	**188,482**	**115,301**	**107,938**
SPORTS/SPECIALTY			
240 SX	7,513	2,721	330
300 ZX	3,633	1,762	N/A
Beretta	14,076	4,172	8,230
Cabriolet	504	178	189
Camaro	4,231	1,748	1,915
Celica	7,090	22,685	2,594
Cougar	14,830	8,386	5,001
Cutlass Supreme	39,087	20,506	15,498
Daytona	888	585	380
Firebird	2,098	1,060	1,081
Grand Prix	45,111	18,279	27,211
Laser/Talon	4,553	2,427	1,339
Miata	2,220	1,138	763
MR2	1,634	825	508
Mustang	30,093	18,636	13,761
MX-6	N/A	N/A	414
Probe	31,933	9,292	3,285
Pulsar NX	482	14	296
Regal	36,701	15,124	16,382
RX-7	736	345	129
Scoupe	N/A	27	10
Stealth	1,232	375	829
Storm/Spectrum	5,274	1,542	9,846
Supra	513	285	167
Total Sports/Specialty	**254,632**	**133,070**	**110,158**
Total Fleet	**2,235,737**	**1,209,533**	**1,123,287**

Midyear Truck Registrations

Fleet registration figures for the first six months of the 1992-model year for Classes 1-5 trucks, sport/utility vehicles, and vans are listed for comparison against the first six months of the 1991-model year.

Manufacturer/ Model	1991 1st 6 mo. MYTD	1992 1st 6 mo. MYTD
CLASS 1-3		
American Isuzu Pickups	1,808	2,353
Chevrolet/GMC		
S-10/Sonoma	7,058	17,987
C1500/Sierra	17,684	15,564
C2500/Sierra	7,797	7,177
C3500/Sierra	4,703	3,095
Dodge/Jeep		
Ram 50/D-Series	5,235	7,177
Dakota	3,105	3,709
Comanche	124	83
Ford Ranger	10,760	9,012
Ford F-Series	32,597	29,763
Isuzu Truck NPR/W4*	1,757	1,737
Mazda B2200/B2600	1,672	1,520
Mitsubishi Pickups	31**	55**
Nissan Pickups	4,044	4,536
Toyota Pickups	3,865	4,659
Total Class 1-3	**102,240**[1]	**108,329**[1]
CLASS 4-5		
Isuzu Truck NRR/W5*	404	500
Total Class 4-5	**404**[1]	**500**[1]
SPORT/UTILITY		
American Isuzu Rodeo	41	582
American Isuzu Trooper	156	146
Chevrolet/GMC		
Blazer/Jimmy Models	11,293	16,129
Suburban	N/A	52
Dodge/Jeep		
Ramcharger	422	257
Jeep Cherokee/		
Grand Cherokee/Wagoneer	5,311	11,646
Jeep Wrangler	986	1,126
Ford Bronco	2,130	2,083
Ford Explorer	24,090	15,629
Mazda Navajo	N/A	367
Mitsubishi Montero	17**	30**
Nissan Pathfinder	2,496	4,318
Oldsmobile Bravada	N/A	3,389
Toyota 4Runner	2,899	3,292
Toyota Land Cruiser	364	613
Total Sport/Utility	**50,205**[1]	**59,607**[1]
VANS		
Chevrolet/GMC		
Lumina APV	10,218	9,741
Astro/Safari	16,823	23,899
G-Series Vans	8,247	15,170
Dodge Caravan/Voyager	29,862	60,143
Dodge B Series	7,872	10,233
Ford Aerostar	24,171	26,336
Ford Econoline	19,880	20,139
Mazda MPV	3,053	2,130
Oldsmobile Silhouette	N/A	3,233
Pontiac Trans Sport	N/A	3,938
Toyota Previa	3,196	3,531
Volkswagen Vanagon	120	961
Total Vans	**123,442**[1]	**172,283**[1]

[1] Registration figures for some manufacturer models not available. Total is not industry wide.
*W4 and W5 are Chevrolet/GMC badged vehicles.
**Mitsubishi numbers based on sales figures.

LEASING

bill that sought to remove the state's six-percent sales tax exemption for long-term vehicle leases. The final tax bill, which maintains the six-percent sales tax exemption for long-term vehicle leases, was approved by the Florida legislature and signed into law by Gov. Lawton Chiles.

TN Increases Tax On Maintenance Services

Maintenance services provided by full-service leasing companies will be covered under a new 6.75 percent Tennessee state services tax replacing the six percent retail sales tax which will no longer be charged for service transactions. However, the local sales and use tax will be reduced from 2.75 percent to two percent, thereby eliminating any tax increase in those localities where a local sales and use tax is imposed.

GAS/DIESEL PRICES

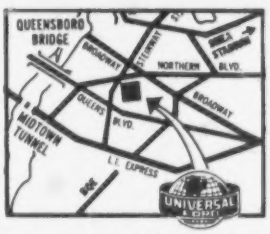
June 26, 1992	Avg. Nationwide Prices	Reg. Unleaded Gas	Diesel
	Full-Serve	140.76	143.70
	Self-Serve	116.17	120.87

	Unleaded Gas		Diesel	
City*	Full-Serve	Self-Serve	Full-Serve	Serve-Serve
Atlanta, GA	147.42	101.36	144.01	110.93
Boston, MA	132.05	120.25	131.13	122.30
Chicago, IL	161.76	121.99	149.63	126.49
Dallas, TX	159.79	113.42	162.26	119.05
Denver, CO	170.62	125.43	152.70	126.46
Detroit, MI	156.50	110.50	133.73	114.23
Houston, TX	155.84	112.22	152.86	121.63
Los Angeles, CA	158.97	127.74	155.09	131.10
Memphis, TN	159.54	114.90	156.90	118.63
Miami, FL	151.80	114.19	154.18	122.15
Minneapolis, MN	156.34	117.89	113.40	113.87
New Orleans, LA	165.47	114.67	148.23	123.48
Omaha, NE	136.34	116.81	134.10	119.52
Philadelphia, PA	142.91	114.45	141.43	120.13
Phoenix, AZ	161.77	122.37	157.61	128.86
Portland, OR	149.10	130.75	129.40	131.73
San Francisco, CA	162.41	128.04	162.56	132.72
Seattle, WA	161.22	125.67	155.32	127.22
St. Louis, MO	144.61	105.83	122.50	106.03
Washington, D.C.	151.81	112.74	152.32	124.78

Source: Lundberg Survey Inc. ©1992
**The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey, Inc. All prices include taxes and are rounded down to the closest tenth of a cent.*

CLOUT COUNTS

serving the New York Metro area since 1915, we've got the volume and experience behind us to satisfy your largest needs down to the last detail.



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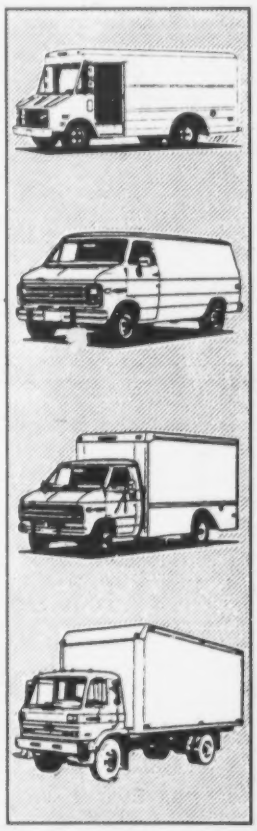

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USED-CAR PRICES

The following are average used-car prices for the period ending June 24,1992. Prices are based on wholesale activity at major auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	4,930	4,979	4,889
Sedan	4,997	5,047	4,958
88 BUICK SKYHAWK			
Coupe	3,966	4,006	3,933
Sedan	4,025	4,065	3,992
91 BUICK SKYLARK			
Custom Sedan	8,314	8,397	8,246
90 BUICK SKYLARK			
Custom Sedan	6,751	6,818	6,697
91 BUICK CENTURY			
Custom Sedan	9,937	10,037	9,858
90 BUICK CENTURY			
Custom Sedan	7,199	7,271	7,142
91 BUICK LE SABRE			
Custom Sedan	11,960	12,079	11,864
90 BUICK LE SABRE			
Custom Sedan	9,310	9,403	9,235
91 CADILLAC DE VILLE			
Coupe	19,006	19,196	18,854
Sedan	19,194	19,386	19,040
90 CADILLAC DE VILLE			
Coupe	15,376	15,528	15,253
Sedan	15,532	15,689	15,408
91 CADILLAC SEVILLE			
Sedan	18,446	18,631	18,298
90 CADILLAC SEVILLE			
Sedan	15,558	15,715	15,435
91 CHEVY BERETTA			
Coupe	8,275	8,358	8,207
90 CHEVY BERETTA			
Coupe	6,760	6,828	6,707
91 CHEVY CORSICA			
Hatchback 4-Dr.	7,926	8,006	7,862
90 CHEVY CORSICA			
Hatchback 5-Dr.	6,321	6,386	6,271
91 CHEVY CAVALIER			
Sedan	6,306	6,370	6,256
90 CHEVY CAVALIER			
Sedan	4,747	4,794	4,708
89 CHEVY CELEBRITY			
Sedan	5,013	5,062	4,974
91 CHEVY CAPRICE			
Sedan	10,205	10,307	10,123
90 CHEVY CAPRICE			
Sedan	7,216	7,288	7,158
91 CHRYSLER LE BARON			
Sedan	9,308	9,402	9,234
90 CHRYSLER LE BARON			
Highline Sedan	8,230	8,312	8,163
91 CHRYSLER NEW YORKER			
Salon Sedan	11,415	11,530	11,325
90 CHRYSLER NEW YORKER			
Sedan	9,503	9,599	9,429
89 CHRYSLER FIFTH AVENUE			
Sedan	7,917	7,997	7,854
88 CHRYSLER FIFTH AVENUE			
Sedan	6,019	6,077	5,971
89 DODGE ARIES AMERICA			
Sedan	3,946	3,987	3,913
88 DODGE ARIES AMERICA			
Sedan	3,123	3,154	3,097
90 DODGE SHADOW			
Liftback 5-Dr.	5,609	5,665	5,564
91 DODGE DYNASTY			
Sedan	8,786	8,873	8,715
91 FORD ESCORT			
Hatchback 4-Dr. LX	6,446	6,511	6,395
90 FORD ESCORT			
Hatchback 4-Dr. LX	4,903	4,951	4,862
91 FORD MUSTANG			
LX-4 Coupe	7,945	8,024	7,880
91 FORD TEMPO			
GL Sedan 4-Dr.	6,962	7,032	6,906
90 FORD TEMPO			
GL Sedan 4-Dr.	5,565	5,619	5,520
91 FORD TAURUS			
GL Sedan 4-Dr.	9,993	10,093	9,913
90 FORD TAURUS			
GL Sedan 4-Dr.	7,552	7,627	7,491
91 FORD CROWN VICTORIA			
Sedan	11,125	11,234	11,036
90 FORD CROWN VICTORIA			
Sedan	9,118	9,209	9,046
91 FORD THUNDERBIRD			
Coupe	10,580	10,686	10,494
90 FORD THUNDERBIRD			
Coupe	8,362	8,446	8,295
91 LINCOLN			
Town Car Sedan	18,592	18,777	18,441
Mark VII LSC Coupe	18,784	18,972	18,633
Continental Sedan	17,378	17,553	17,240
90 LINCOLN			
Town Car Sedan	15,681	15,837	15,555
Mark VII LSC Coupe	14,815	14,963	14,696
Continental Sedan	14,122	14,263	14,010
91 MAZDA 626			
LX Sedan 4-Dr.	10,187	10,289	10,104
91 MERCURY COUGAR			
LS Coupe	11,026	11,135	10,938
90 MERCURY COUGAR			
LS Coupe	9,105	9,197	9,033
91 MERCURY TOPAZ			
GS Sedan 4-Dr.	7,097	7,168	7,041
90 MERCURY TOPAZ			
GS Sedan 4-Dr.	5,695	5,752	5,650
91 MERCURY SABLE			
GS Sedan 4-Dr.	10,167	10,270	10,087
90 MERCURY SABLE			
GS Sedan 4-Dr.	7,649	7,725	7,588
91 MERCURY GRAND MARQUIS			
GS Sedan	11,674	11,791	11,581
90 MERCURY GRAND MARQUIS			
GS Sedan	9,749	9,847	9,671
91 MITSUBISHI MIRAGE			
Sedan 4-Dr.	6,622	6,687	6,567
90 MITSUBISHI MIRAGE			
Sedan 4-Dr.	5,408	5,463	5,366
91 NISSAN MAXIMA			
SE Sedan	15,658	15,815	15,533
90 NISSAN MAXIMA			
SE Sedan	13,906	14,045	13,795
91 NISSAN SENTRA			
Sedan 2-Dr.	6,771	6,841	6,716
90 NISSAN SENTRA			
Sedan 2-Dr.	4,746	4,793	4,706
91 NISSAN STANZA			
XE Sedan 4-Dr.	9,423	9,516	9,346
90 NISSAN STANZA			
Ntchbk. XE 4-Dr.	8,300	8,383	8,236
91 OLDS CIERA			
S Coupe	9,839	9,937	9,759
Sedan	9,440	9,535	9,365
90 OLDS CIERA			
S Coupe	7,257	7,329	7,199
Sedan	6,951	7,020	6,895
91 OLDS CALAIS			
Sedan	7,424	7,497	7,365
90 OLDS CALAIS			
Sedan	6,002	6,061	5,953
91 OLDS CUTLASS SUPREME			
Coupe	10,556	10,662	10,471
90 OLDS CUTLASS SUPREME			
Coupe	8,327	8,410	8,260
91 OLDS 98 REGENCY			
Sedan	16,135	16,297	16,006
90 OLDS 98 REGENCY			
Sedan	11,609	11,726	11,516
89 PLYMOUTH RELIANT			
Sedan	3,926	3,966	3,894
88 PLYMOUTH RELIANT			
Sedan	3,123	3,154	3,097
91 PLYMOUTH SUNDANCE			
Highline 4-Dr.	6,944	7,014	6,887
90 PLYMOUTH SUNDANCE			
Liftback 4-Dr.	5,593	5,649	5,547
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,169	4,211	4,136
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,209	3,241	3,183
91 PLYMOUTH ACCLAIM			
Sedan	7,340	7,414	7,282
91 PONTIAC SUNBIRD			
SE Coupe	7,566	7,642	7,504
LE Sedan	7,183	7,255	7,124
90 PONTIAC SUNBIRD			
SE Coupe	5,990	6,050	5,942
LE Sedan	5,780	5,837	5,733
91 PONTIAC 6000			
LE Sedan	9,500	9,594	9,424
90 PONTIAC 6000			
LE Sedan	6,880	6,950	6,825
91 PONTIAC GRAND AM			
LE Sedan	8,029	8,108	7,965
90 PONTIAC GRAND AM			
LE Sedan	6,800	6,869	6,747
91 PONTIAC BONNEVILLE			
LE Sedan	11,900	12,020	11,806
90 PONTIAC BONNEVILLE			
LE Sedan	9,189	9,280	9,115
91 PONTIAC GRAND PRIX			
SE Coupe	10,705	10,812	10,620
90 PONTIAC GRAND PRIX			
Coupe	8,229	8,311	8,161
91 SUBARU LEGACY			
L Sedan 4-Dr.	8,893	8,983	8,822
91 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	10,791	10,902	10,709
90 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	9,173	9,263	9,096
91 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	8,257	8,342	8,191
90 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	6,907	6,976	6,849
91 TOYOTA CRESSIDA			
Lux Sedan	16,642	16,808	16,509
90 TOYOTA CRESSIDA			
Lux Sedan	14,131	14,270	14,018
90 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	7,342	7,414	7,283
89 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	6,350	6,412	6,300
91 VOLVO			
240 DL Sedan	14,129	14,273	14,018
90 VOLVO			
240 DL Sedan	11,370	11,482	11,278